

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	36	-33.3%	84	124	-32.3%
New Listing Volume	\$8,457,550	\$15,354,650	-44.9%	\$39,686,100	\$52,349,330	-24.2%
Active Listing Count	164	271	-39.5%	N/A	N/A	
Active Listing Volume	\$114,976,100	\$138,205,319	-16.8%	N/A	N/A	
Average Listing Price	\$701,074	\$509,983	+37.5%	\$679,015	\$502,891	+35%
Median Listing Price	\$349,000	\$319,000	+9.4%	\$340,387	\$313,199	+8.7%
Median Days in RPR	190.5	194	-1.8%	186.57	190.57	-2.1%
Months of Inventory	7.8	15.9	-51%	9.3	11.7	-20.6%
Absorption Rate	12.8%	6.27%	+6.5%	10.8%	8.58%	+2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	42	43	-2.3%	117	89	+31.5%
New Pending Sales Volume	\$14,868,300	\$16,306,250	-8.8%	\$51,130,900	\$36,068,750	+41.8%
Pending Sales Count	59	45	+31.1%	N/A	N/A	
Pending Sales Volume	\$24,927,800	\$18,241,150	+36.7%	N/A	N/A	
Closed Sales Count	27	23	+17.4%	64	62	+3.2%
Closed Sales Volume	\$13,137,400	\$9,135,750	+43.8%	\$26,788,600	\$24,168,800	+10.8%
Average Sales Price	\$486,570	\$397,207	+22.5%	\$418,572	\$389,819	+7.4%
Median Sales Price	\$255,000	\$328,500	-22.4%	\$256,328	\$322,782	-20.6%

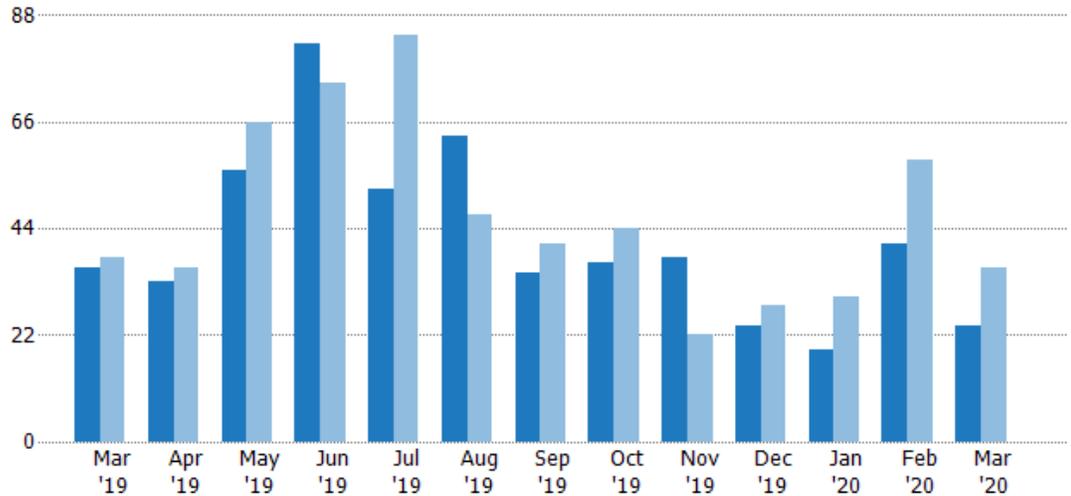
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Mar '20	24	-33.3%
Mar '19	36	-5.3%
Mar '18	38	7.9%



Current Year	36	33	56	82	52	63	35	37	38	24	19	41	24
Prior Year	38	36	66	74	84	47	41	44	22	28	30	58	36
Percent Change from Prior Year	-5%	-8%	-15%	11%	-38%	34%	-15%	-16%	73%	-14%	-37%	-29%	-33%

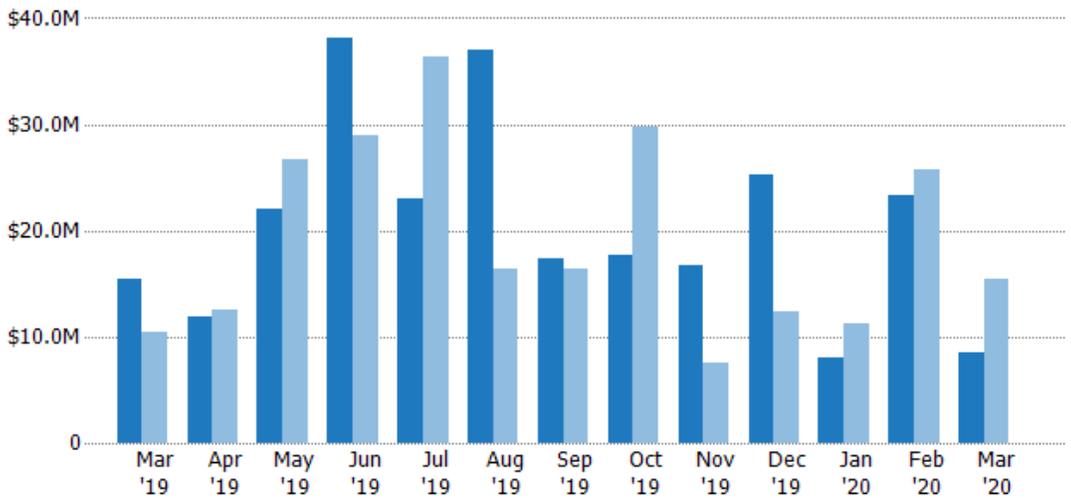
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$8.46M	-44.9%
Mar '19	\$15.4M	47.1%
Mar '18	\$10.4M	5%



Current Year	\$15.4M	\$11.9M	\$22.1M	\$38.2M	\$22.9M	\$37M	\$17.3M	\$17.7M	\$16.8M	\$25.3M	\$7.98M	\$23.2M	\$8.46M
Prior Year	\$10.4M	\$12.6M	\$26.7M	\$28.9M	\$36.3M	\$16.4M	\$16.4M	\$29.8M	\$7.55M	\$12.3M	\$11.3M	\$25.7M	\$15.4M
Percent Change from Prior Year	47%	-5%	-17%	32%	-37%	125%	5%	-41%	122%	105%	-29%	-10%	-45%

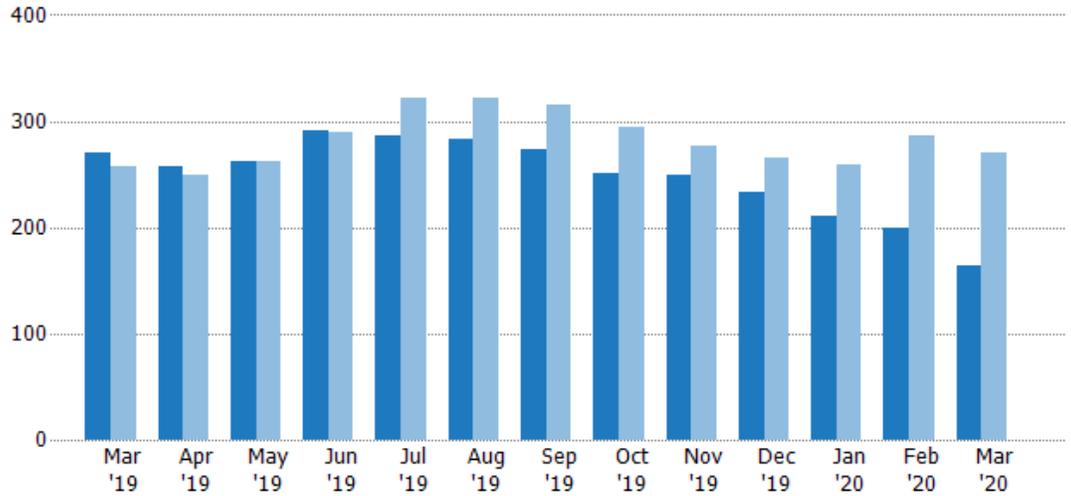
Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '20	164	-39.5%
Mar '19	271	5.4%
Mar '18	257	16%



Current Year	271	258	263	291	286	283	273	251	250	234	211	199	164
Prior Year	257	249	263	290	321	322	316	294	276	266	259	286	271
Percent Change from Prior Year	5%	4%	0%	0%	-11%	-12%	-14%	-15%	-9%	-12%	-19%	-30%	-39%

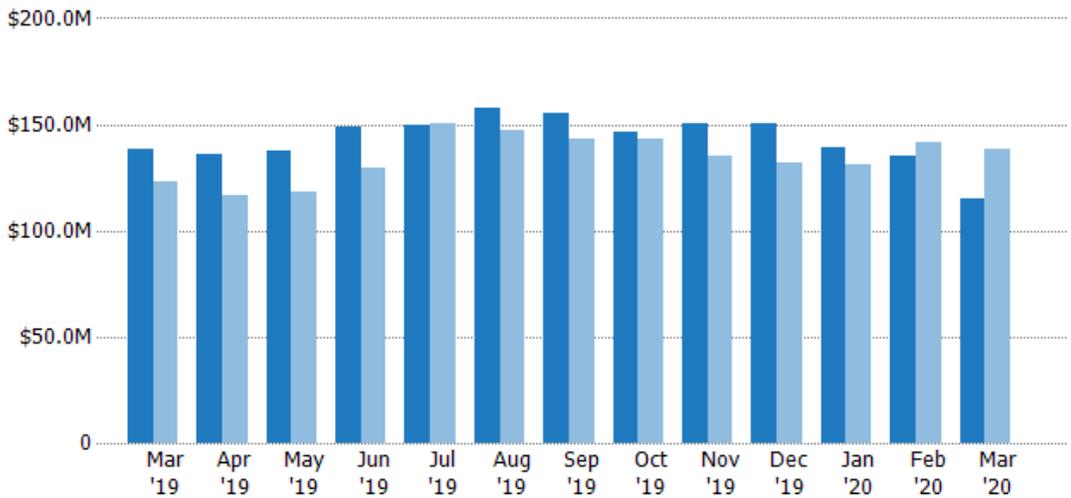
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '20	\$115M	-16.8%
Mar '19	\$138M	12.6%
Mar '18	\$123M	-3%



Current Year	\$138M	\$136M	\$137M	\$149M	\$149M	\$158M	\$155M	\$147M	\$151M	\$150M	\$139M	\$135M	\$115M
Prior Year	\$123M	\$117M	\$119M	\$129M	\$151M	\$147M	\$143M	\$143M	\$135M	\$132M	\$131M	\$141M	\$138M
Percent Change from Prior Year	13%	17%	16%	15%	-1%	7%	8%	3%	12%	14%	7%	-4%	-17%

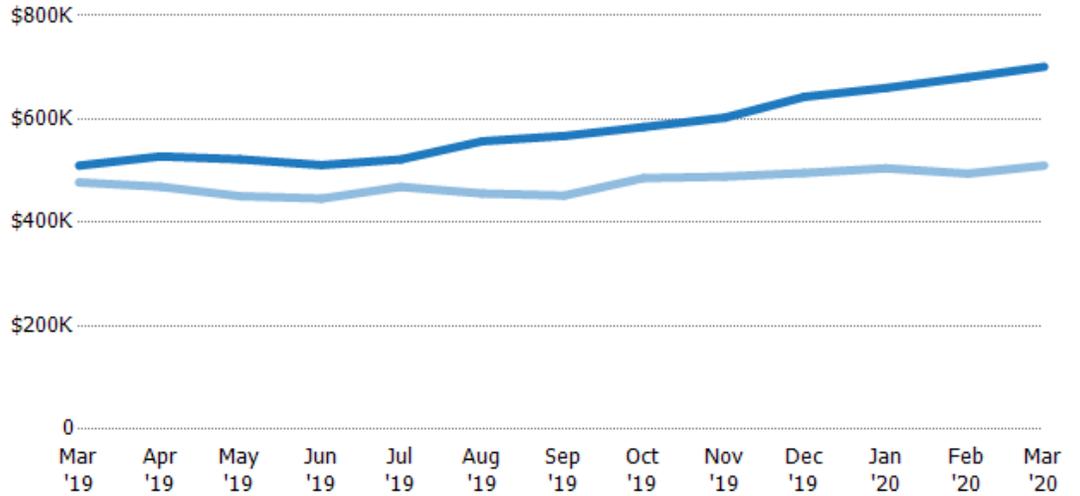
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$701K	37.5%
Mar '19	\$510K	6.8%
Mar '18	\$477K	-16.3%



Current Year	\$510K	\$528K	\$522K	\$511K	\$522K	\$557K	\$567K	\$585K	\$603K	\$643K	\$660K	\$681K	\$701K
Prior Year	\$477K	\$469K	\$451K	\$446K	\$469K	\$456K	\$452K	\$486K	\$489K	\$496K	\$505K	\$494K	\$510K
Percent Change from Prior Year	7%	13%	16%	15%	11%	22%	25%	20%	23%	30%	31%	38%	37%

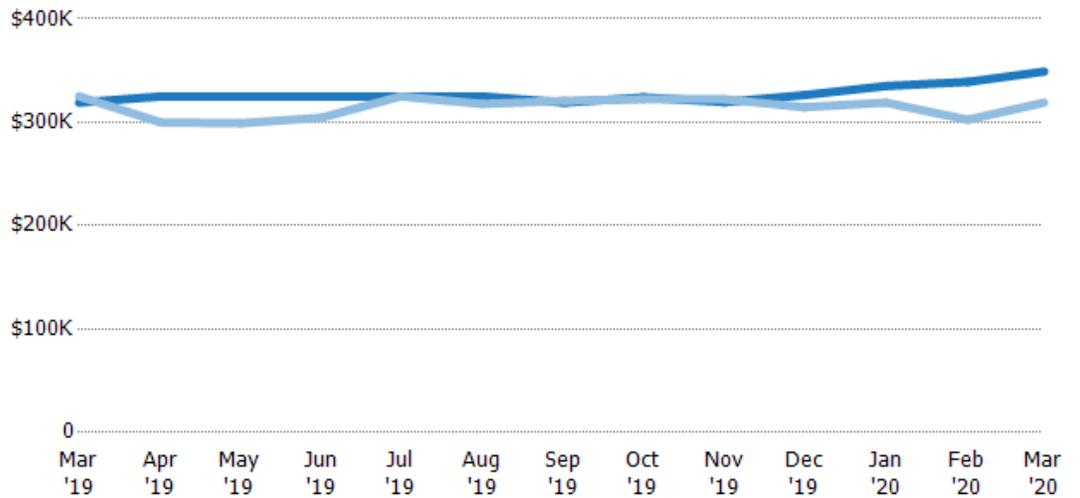
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$349K	9.4%
Mar '19	\$319K	-1.8%
Mar '18	\$325K	-26.3%



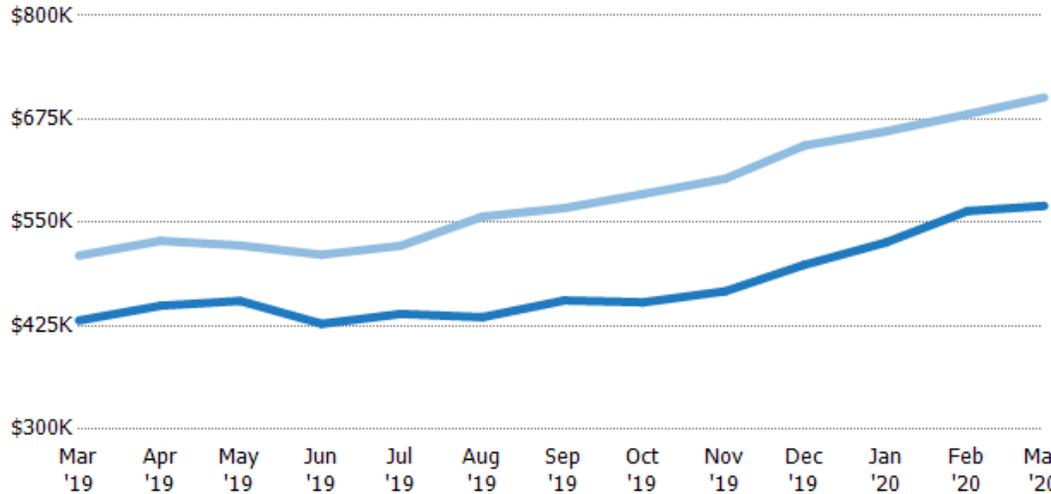
Current Year	\$319K	\$325K	\$325K	\$325K	\$325K	\$325K	\$319K	\$324K	\$320K	\$326K	\$335K	\$339K	\$349K
Prior Year	\$325K	\$300K	\$299K	\$304K	\$325K	\$318K	\$321K	\$322K	\$322K	\$315K	\$319K	\$302K	\$319K
Percent Change from Prior Year	-2%	8%	9%	7%	0%	2%	-1%	1%	-1%	4%	5%	12%	9%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



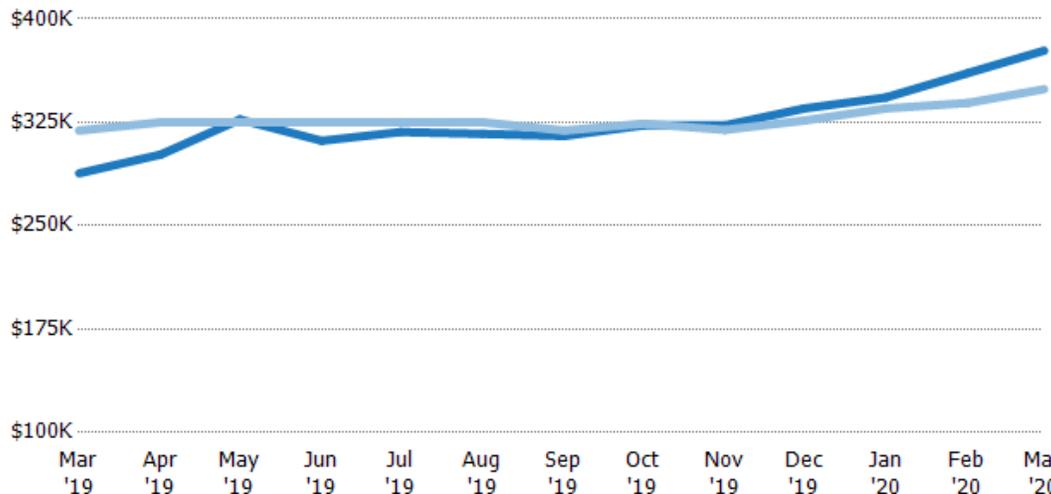
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$432K	\$449K	\$455K	\$428K	\$439K	\$436K	\$456K	\$453K	\$467K	\$499K	\$526K	\$564K	\$570K
Avg Listing Price	\$510K	\$528K	\$522K	\$511K	\$522K	\$557K	\$567K	\$585K	\$603K	\$643K	\$660K	\$681K	\$701K
Avg Listing Price as a % of Avg Est Value	118%	117%	115%	120%	119%	128%	124%	129%	129%	129%	126%	121%	123%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



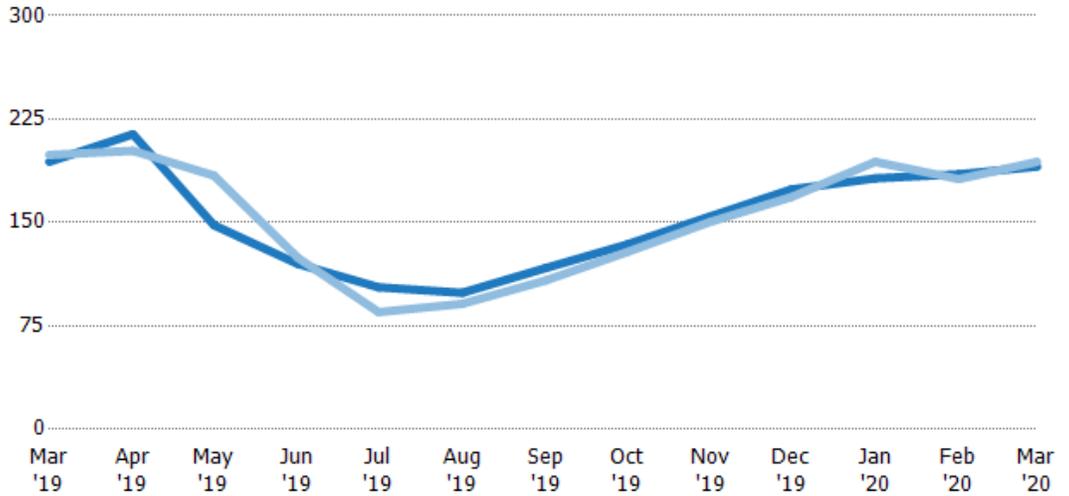
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$288K	\$302K	\$327K	\$312K	\$318K	\$317K	\$315K	\$323K	\$323K	\$335K	\$343K	\$361K	\$377K
Median Listing Price	\$319K	\$325K	\$325K	\$325K	\$325K	\$325K	\$319K	\$324K	\$320K	\$326K	\$335K	\$339K	\$349K
Med Listing Price as a % of Med Est Value	111%	108%	99%	104%	102%	103%	101%	100%	99%	97%	98%	94%	93%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



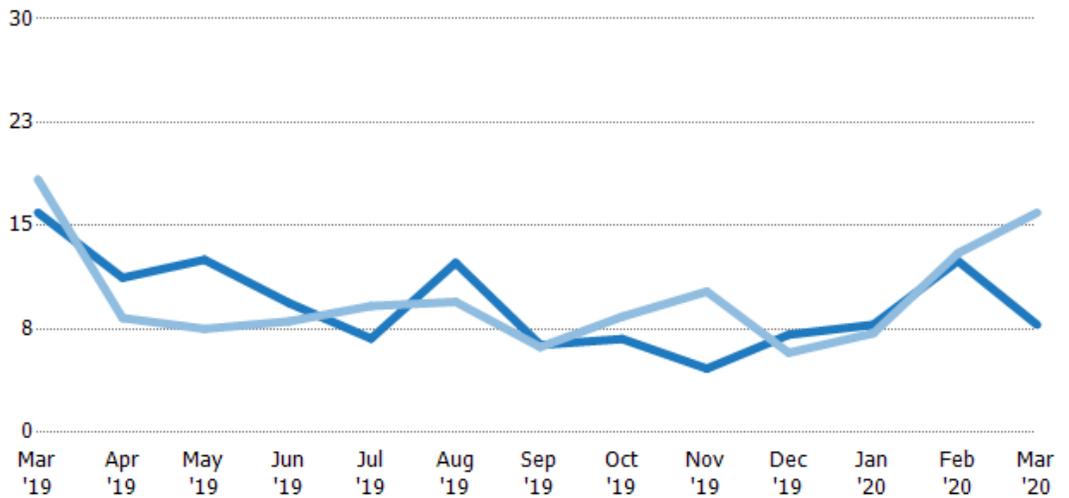
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	194	214	148	120	103	99	117	134	155	174	182	185	191
Prior Year	199	202	184	125	85	91	108	129	151	169	194	182	194
Percent Change from Prior Year	-3%	6%	-20%	-4%	21%	9%	8%	4%	3%	3%	-6%	2%	-2%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



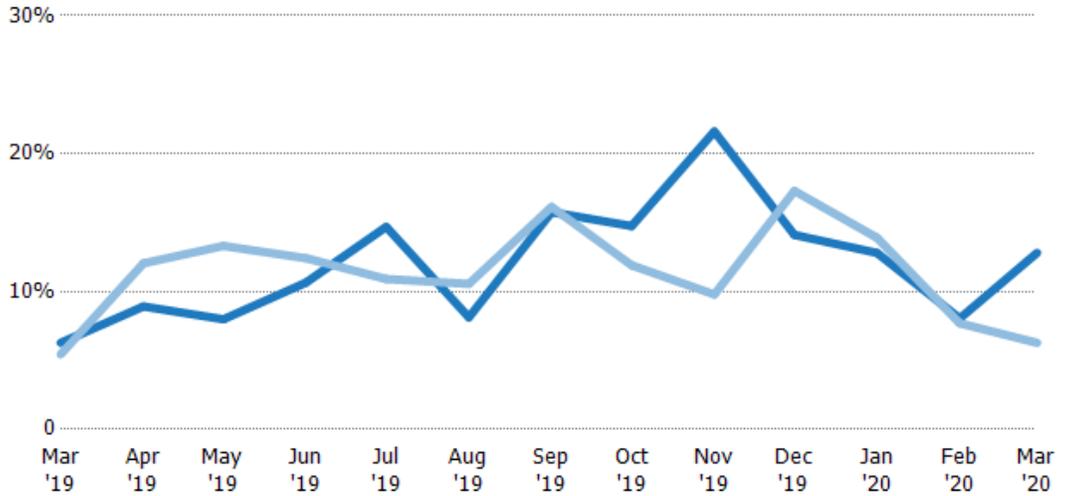
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	15.9	11.2	12.5	9.39	6.81	12.3	6.35	6.78	4.63	7.09	7.81	12.4	7.81
Prior Year	18.4	8.3	7.51	8.06	9.17	9.47	6.2	8.4	10.2	5.78	7.19	13	15.9
Percent Change from Prior Year	-13%	35%	67%	17%	-26%	30%	2%	-19%	-55%	23%	9%	-4%	-51%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



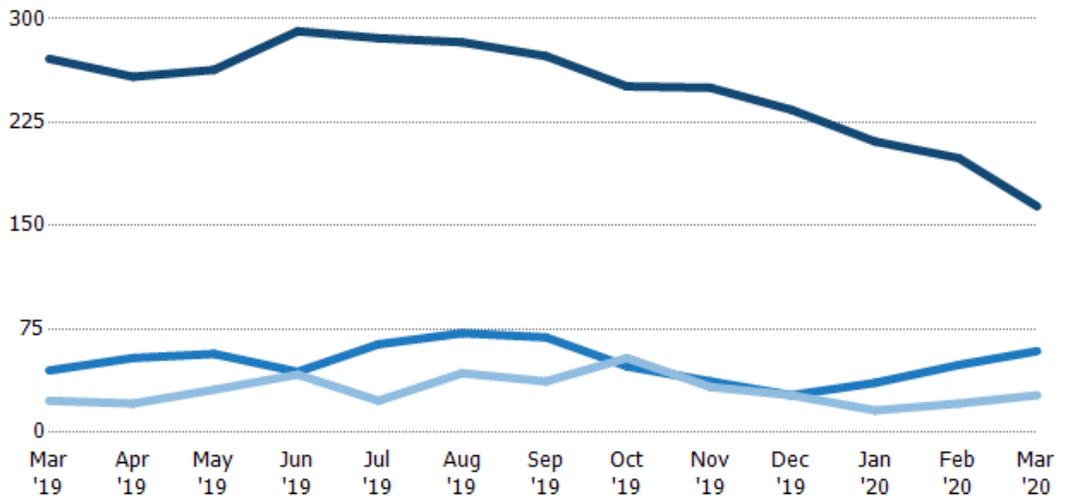
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	6%	9%	8%	11%	15%	8%	16%	15%	22%	14%	13%	8%	13%
Prior Year	5%	12%	13%	12%	11%	11%	16%	12%	10%	17%	14%	8%	6%
Change from Prior Year	-1%	3%	5%	2%	-4%	2%	0%	-3%	-12%	3%	1%	0%	-7%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	271	258	263	291	286	283	273	251	250	234	211	199	164
Pending	45	54	57	44	64	72	69	48	37	27	36	49	59
Sold	23	21	31	42	23	43	37	54	33	27	16	21	27

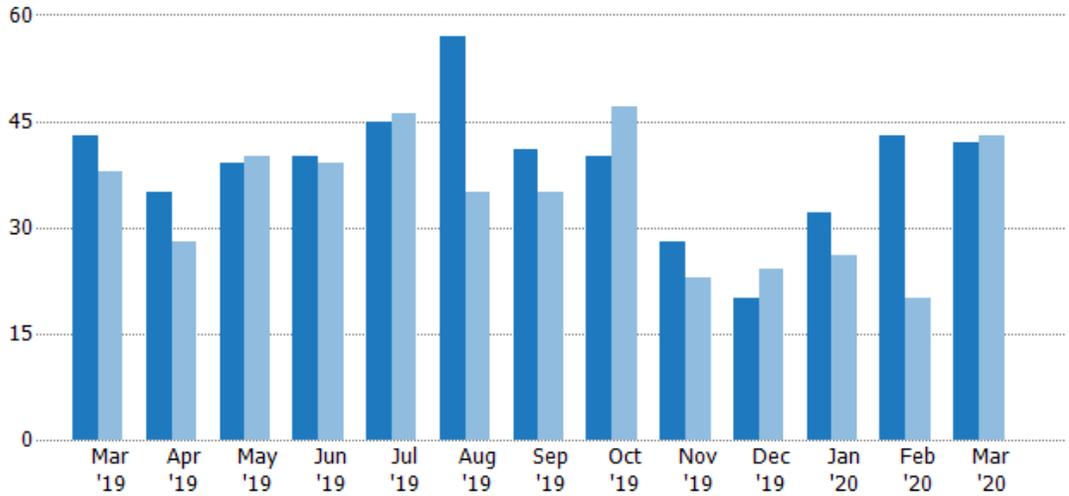
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Mar '20	42	-2.3%
Mar '19	43	13.2%
Mar '18	38	2.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	43	35	39	40	45	57	41	40	28	20	32	43	42
Prior Year	38	28	40	39	46	35	35	47	23	24	26	20	43
Percent Change from Prior Year	13%	25%	-3%	3%	-2%	63%	17%	-15%	22%	-17%	23%	115%	-2%

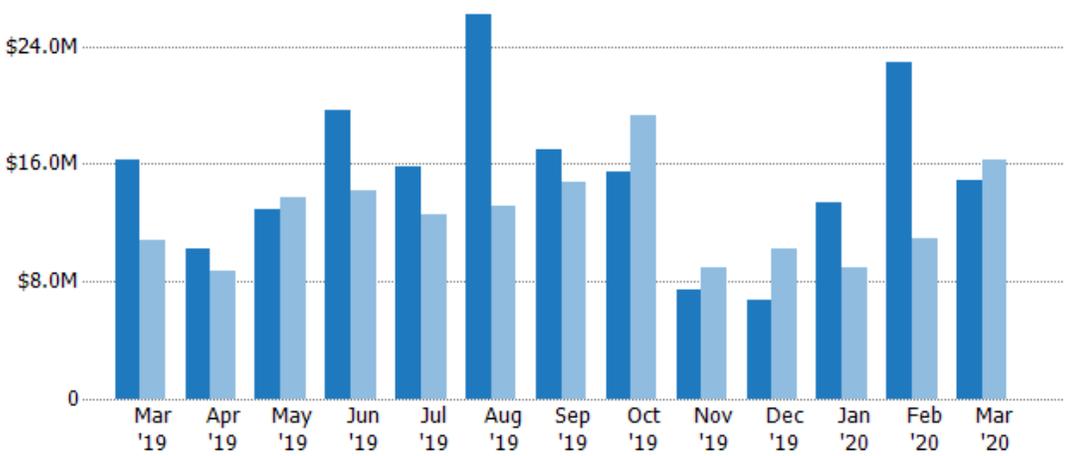
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$14.9M	-8.8%
Mar '19	\$16.3M	50.2%
Mar '18	\$10.9M	37.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$16.3M	\$10.3M	\$12.9M	\$19.7M	\$15.8M	\$26.2M	\$17M	\$15.5M	\$7.45M	\$6.72M	\$13.4M	\$22.9M	\$14.9M
Prior Year	\$10.9M	\$8.71M	\$13.7M	\$14.1M	\$12.5M	\$13.1M	\$14.7M	\$19.3M	\$8.94M	\$10.2M	\$8.9M	\$10.9M	\$16.3M
Percent Change from Prior Year	50%	18%	-5%	39%	26%	100%	16%	-20%	-17%	-34%	51%	110%	-9%

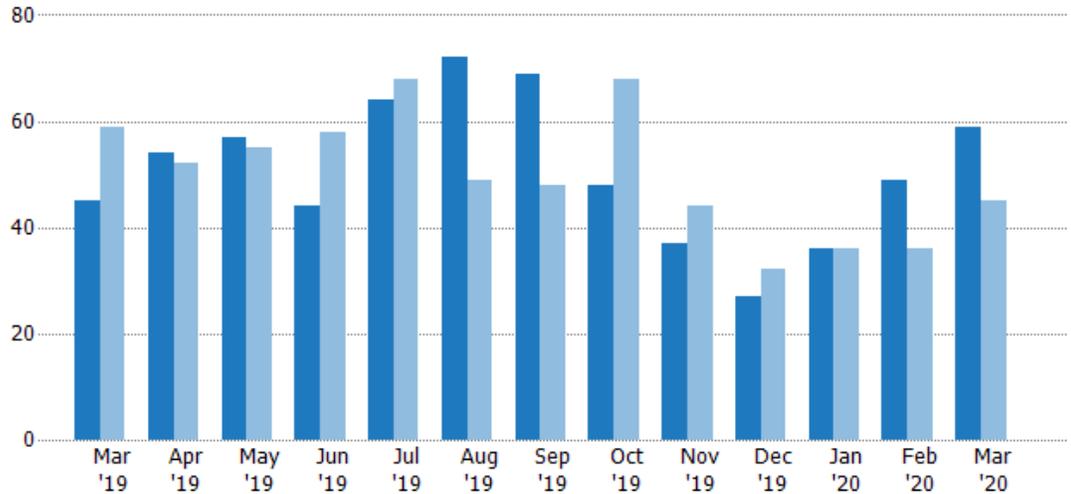
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '20	59	31.1%
Mar '19	45	-23.7%
Mar '18	59	-6.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	45	54	57	44	64	72	69	48	37	27	36	49	59
Prior Year	59	52	55	58	68	49	48	68	44	32	36	36	45
Percent Change from Prior Year	-24%	4%	4%	-24%	-6%	47%	44%	-29%	-16%	-16%	0%	36%	31%

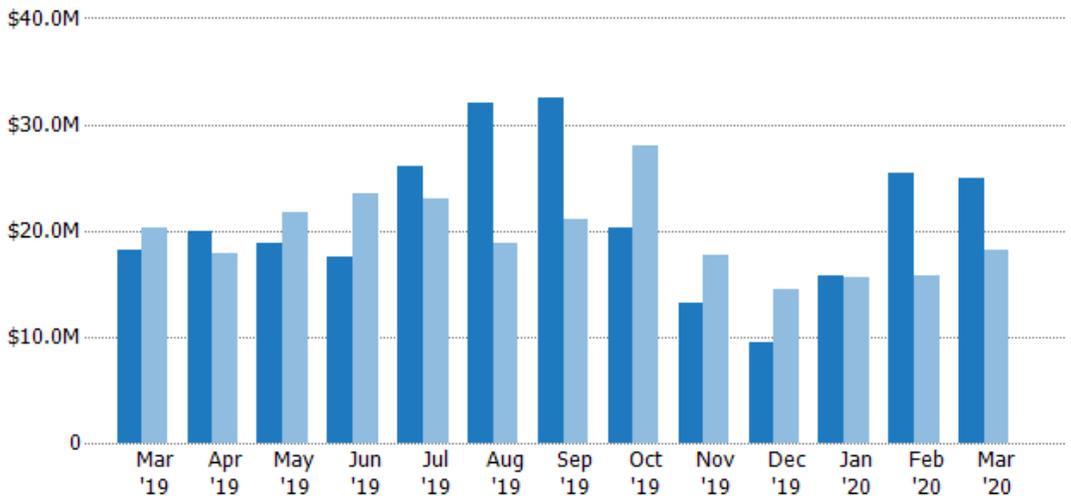
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '20	\$24.9M	36.7%
Mar '19	\$18.2M	-10.2%
Mar '18	\$20.3M	9.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$18.2M	\$20M	\$18.8M	\$17.5M	\$26.1M	\$32M	\$32.5M	\$20.2M	\$13.2M	\$9.53M	\$15.8M	\$25.5M	\$24.9M
Prior Year	\$20.3M	\$17.9M	\$21.6M	\$23.5M	\$23M	\$18.8M	\$21.1M	\$28M	\$17.6M	\$14.5M	\$15.6M	\$15.7M	\$18.2M
Percent Change from Prior Year	-10%	12%	-13%	-25%	13%	70%	54%	-28%	-25%	-34%	1%	62%	37%

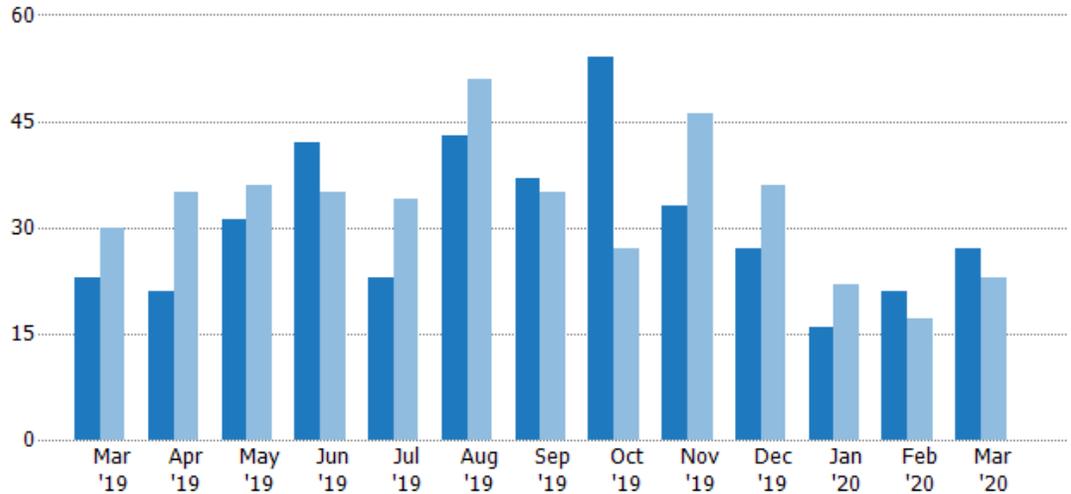
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Mar '20	27	17.4%
Mar '19	23	-23.3%
Mar '18	30	-26.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	23	21	31	42	23	43	37	54	33	27	16	21	27
Prior Year	30	35	36	35	34	51	35	27	46	36	22	17	23
Percent Change from Prior Year	-23%	-40%	-14%	20%	-32%	-16%	6%	100%	-28%	-25%	-27%	24%	17%

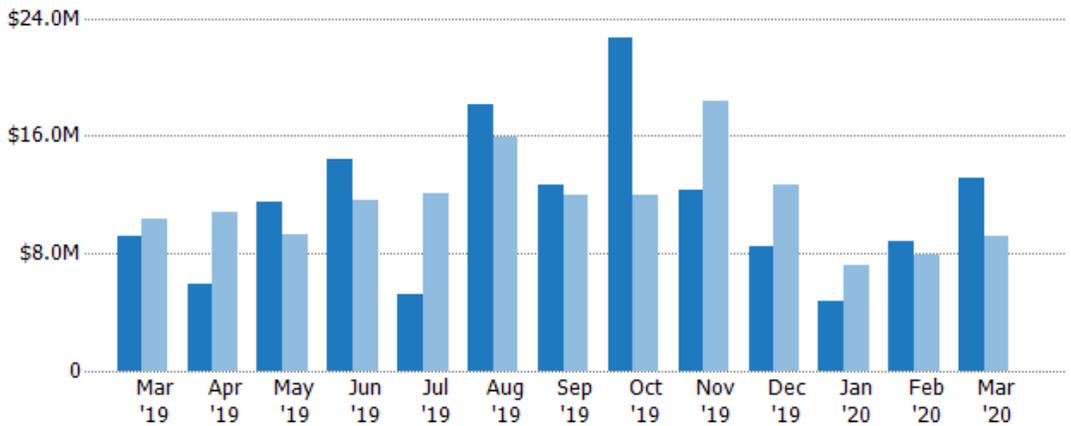
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Mar '20	\$13.1M	43.8%
Mar '19	\$9.14M	-12.1%
Mar '18	\$10.4M	-41.2%



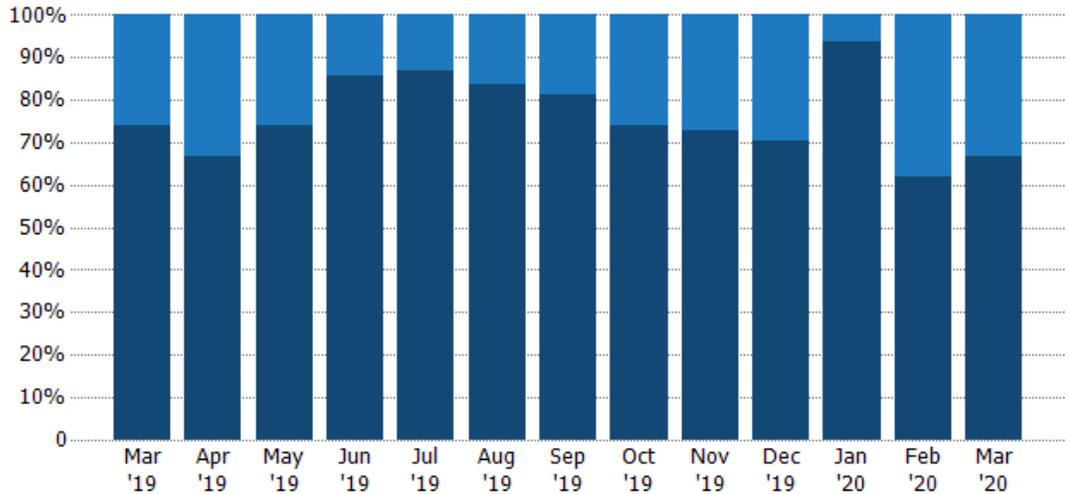
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$9.14M	\$5.87M	\$11.5M	\$14.4M	\$5.2M	\$18.1M	\$12.6M	\$22.6M	\$12.3M	\$8.48M	\$4.77M	\$8.88M	\$13.1M
Prior Year	\$10.4M	\$10.8M	\$9.29M	\$11.6M	\$12M	\$15.9M	\$11.9M	\$11.9M	\$18.3M	\$12.7M	\$7.14M	\$7.89M	\$9.14M
Percent Change from Prior Year	-12%	-46%	24%	23%	-57%	14%	6%	90%	-33%	-33%	-33%	12%	44%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



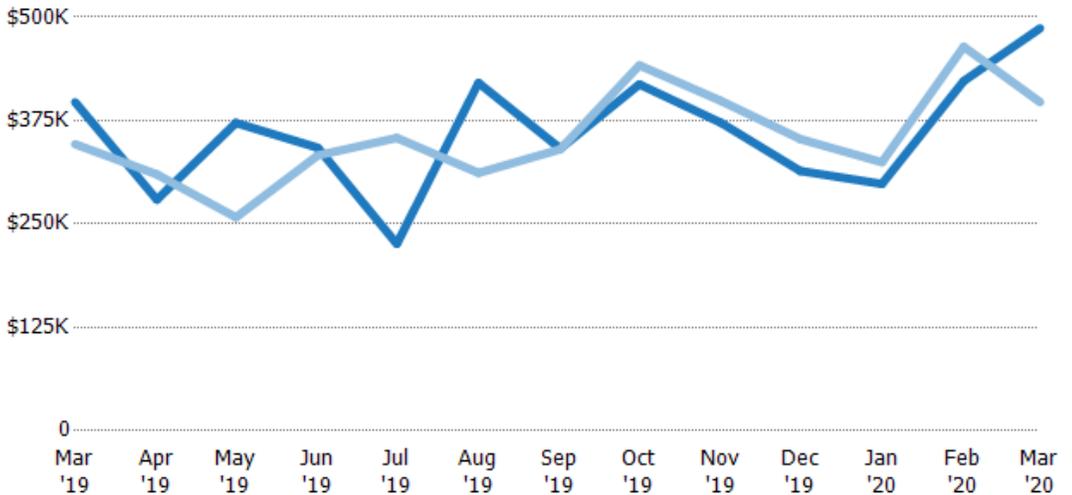
Condo/Townhouse	26%	33%	26%	14%	13%	16%	19%	26%	27%	30%	6%	38%	33%
Single Family Residence	74%	67%	74%	86%	87%	84%	81%	74%	73%	70%	94%	62%	67%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$397K	\$279K	\$372K	\$342K	\$226K	\$421K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$487K
Prior Year	\$346K	\$310K	\$258K	\$333K	\$354K	\$312K	\$340K	\$442K	\$399K	\$353K	\$325K	\$464K	\$397K
Percent Change from Prior Year	15%	-10%	44%	3%	-36%	35%	0%	-5%	-7%	-11%	-8%	-9%	22%

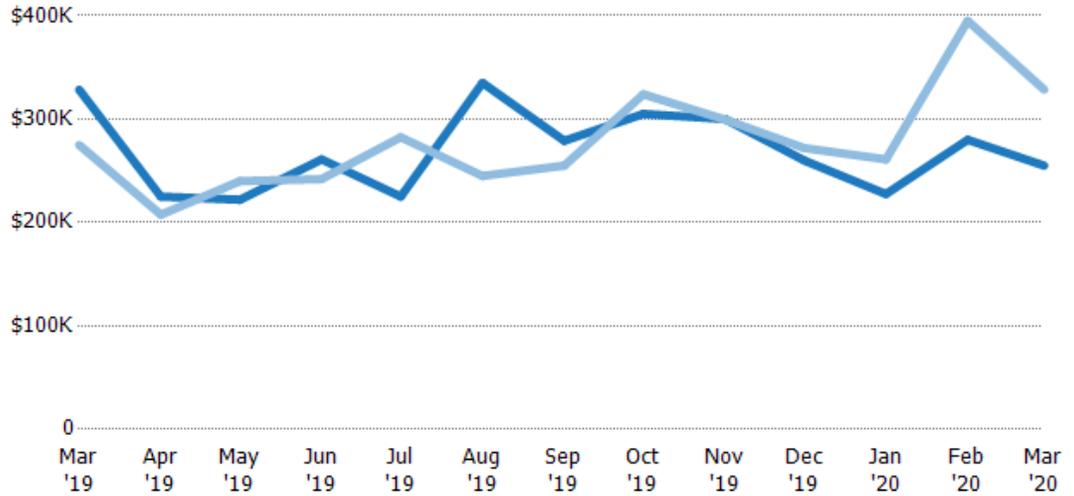
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Mar '20	\$255K	-22.4%
Mar '19	\$329K	19.5%
Mar '18	\$275K	-8.5%



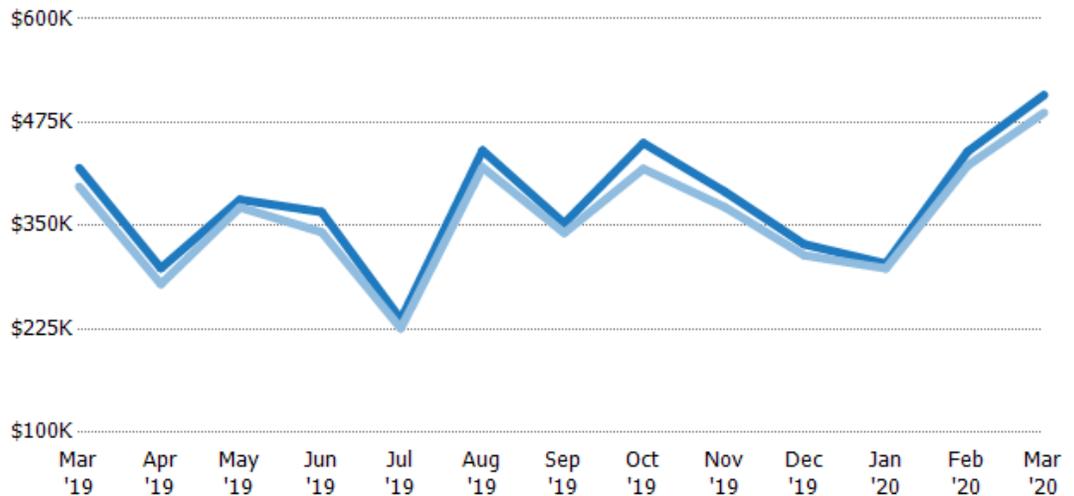
Current Year	\$329K	\$225K	\$222K	\$261K	\$225K	\$335K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$255K
Prior Year	\$275K	\$208K	\$240K	\$242K	\$283K	\$245K	\$255K	\$324K	\$300K	\$272K	\$261K	\$395K	\$329K
Percent Change from Prior Year	19%	8%	-8%	8%	-20%	37%	9%	-6%	0%	-4%	-13%	-29%	-22%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



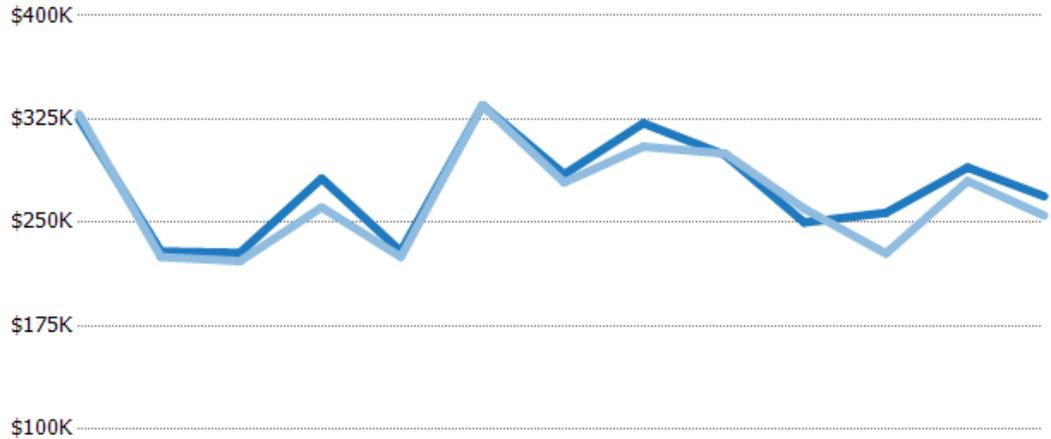
Avg List Price	\$420K	\$299K	\$381K	\$366K	\$237K	\$441K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$508K
Avg Sales Price	\$397K	\$279K	\$372K	\$342K	\$226K	\$421K	\$341K	\$419K	\$372K	\$314K	\$298K	\$423K	\$487K
Avg Sales Price as a % of Avg List Price	95%	94%	98%	93%	96%	95%	97%	93%	95%	96%	98%	96%	96%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



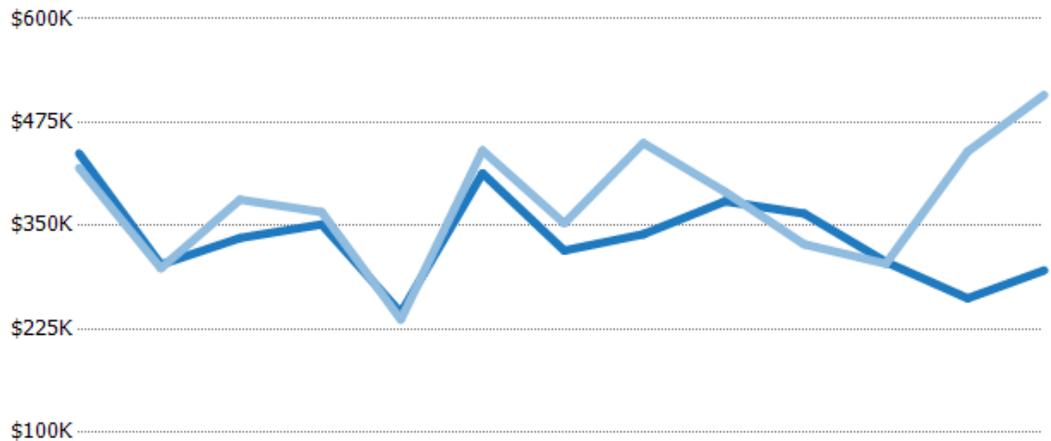
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$325K	\$229K	\$228K	\$282K	\$229K	\$335K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$269K
Median Sales Price	\$329K	\$225K	\$222K	\$261K	\$225K	\$335K	\$279K	\$305K	\$300K	\$260K	\$228K	\$280K	\$255K
Med Sales Price as a % of Med List Price	101%	98%	97%	93%	98%	100%	98%	95%	100%	104%	89%	97%	95%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



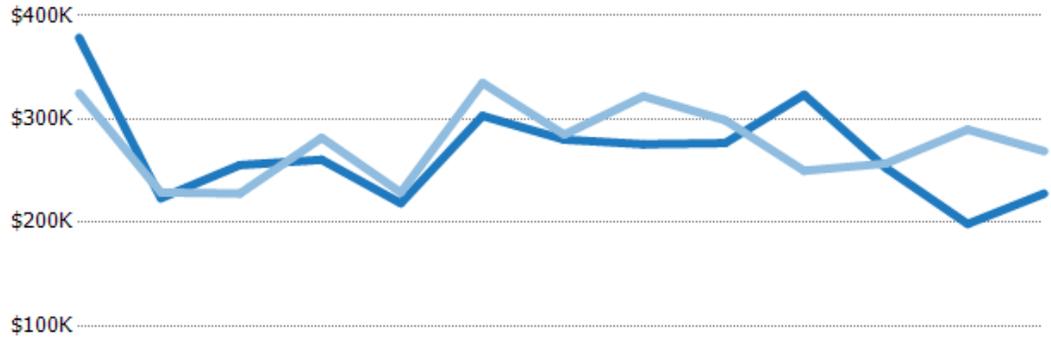
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$437K	\$303K	\$335K	\$351K	\$245K	\$413K	\$320K	\$340K	\$379K	\$365K	\$306K	\$262K	\$296K
Avg Sales Price	\$420K	\$299K	\$381K	\$366K	\$237K	\$441K	\$353K	\$450K	\$391K	\$327K	\$304K	\$440K	\$508K
Avg Sales Price as a % of Avg Est Value	96%	99%	114%	104%	97%	107%	110%	132%	103%	90%	99%	168%	172%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Lamoille County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$379K	\$224K	\$255K	\$261K	\$219K	\$303K	\$280K	\$276K	\$277K	\$324K	\$253K	\$199K	\$228K
Median Sales Price	\$325K	\$229K	\$228K	\$282K	\$229K	\$335K	\$285K	\$322K	\$299K	\$250K	\$257K	\$290K	\$269K
Med Sales Price as a % of Med Est Value	86%	102%	89%	108%	105%	111%	102%	117%	108%	77%	102%	146%	118%